

July 6, 2010

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~ **Mark Your Calendars! The 2010 OAR Convention is September 12 – 15 in Cincinnati!**



**This year, the Ohio Association of REALTORS® Convention will be held in our own backyard – Downtown Cincinnati!**

From September 12-15, REALTORS® from all over the state will gather to network, learn and share ideas on today's real estate issues.

It will be several years before the OAR Convention is hosted in Cincinnati, again. So make plans to attend this event, without the need to travel to another part of the state. Save the dates and prepare to participate in meetings, attend up to 12 hours of continuing education courses, socialize with your colleagues, network with vendors and have an enjoyable and productive time.

**CABR will be giving away a FREE registration to the Convention (\$99 value).** To sign up for the drawing, stop in the CABR office and drop your business card in one of the Registration Drawing boxes or use the link below to submit your name and contact information and **indicate that you are signing up for the Convention drawing**. The link below is for the general CABR email box and we receive email on several issues every day. If you do not indicate that you want to register for the OAR Convention drawing, we will not be able to include you.

Registration for the Convention is now open! You can register for the convention and still be eligible for the FREE CABR registration drawing, which will take place on August 2, 2010. If you are registered at the time of the drawing (and you win), you will receive reimbursement of your registration fee.

✓ [Click here to sign up for the drawing to win a FREE OAR Convention Registration.](#)

✓ [Click here for information on the OAR Convention.](#)

~ **Cincinnati REALTORS® are...In the Loop!**



REALTORS® all around the I-275 loop are leveraging a loop of a different sort to gain market share and make the home buying and selling process easier for both them and their clients alike.

On Tuesday, the CINCINNATI AREA BOARD OF REALTORS® (CABR) announced its partnership with the nationally-known, yet locally-grown, company **DotLoop**. The real estate technology firm- which leverages the power of the Internet to help agents create trackable online negotiations – has been used by local agents for the last year and is in use across the country.

"Dotloop is saving my life right now!!! I am a HUGE fan!! So much easier for my clients too! ".  
Susie Rodes, Prudential A.S. De Movellan, Lexington KY.

[Click here](#) to see the Fox Business story on DotLoop and [click here](#) to find out more about how DotLoop can save you time and money.

FREE awareness sessions at CABR will be held on July 7, 1-2 p.m., July 8, 9-10 a.m. and July 9, 9-10 a.m.

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~ Facebook for Real Estate: Tuesday, July 13, 1-4 p.m.

**Julz Brown** is an avid Facebook user and the host of the YPN Facebook group. She will help you understand how to use Facebook to your advantage. If you want to learn more about Facebook and find out how it can be of benefit to your business, this is the class for you.



**You will learn:**

- How to join Facebook
- How to find friends
- Facebook etiquette
- How to join Groups
- Blogging and marketing with Facebook
- And much more

**3 hours CE credit**—elective credit

**Fee:** \$30 CABR members/\$40 non-members

**Instructor:** Julz Brown

**Where:** CABR Office/14 Knollcrest Drive/Cinti/OH 45237

✓ [Click here to register.](#)

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~ RPAC Works! Homebuyer Assistance and Improvement Act of 2010 Extends Closing Deadline



Congress -- both the U.S. House and Senate -- passed the **Homebuyer Assistance and Improvement Act of 2010 (HR 5623)**, which extends the **Closing Deadline** for Homebuyer-Tax-Credit eligible transactions to **September 30, 2010** (*instead of June 30*).

This extension of the Closing Deadline applies ***only*** to transactions with ratified contracts in place as of April 30, 2010 but not yet closed.

Up to 180,000 homebuyers nationwide (including approx. 8,500 in Ohio) would have lost their tax credit had Congress not passed this extension.

**What happened**

The House approved the legislation on Tuesday, June 29 by a vote of **409-5**.

The Senate approved the legislation - by **unanimous consent** – on June 30, 2010.

The legislation provides a seamless transition. There will be no “gap” between June 30 and July 2, 2010 (the date it was signed into law by President Obama).

Government Affairs staff from the National Association of REALTORS® worked vigorously with Congressional leaders on both sides of the political spectrum to get this legislation enacted.

The impact of **RPAC *does work!***

If you have any questions or need additional information, contact **Mark Quarry**, CABR Director of Government Affairs at **513-842-3014** or [mquarry@cabr.org](mailto:mquarry@cabr.org).

~ UC Clermont College Summer Real Estate Pre-Licensing Courses Begin July 12



**UC-Clermont College– FAQs Summer 2010 Real Estate Pre-Licensing Courses**

**1.) What courses are being offered?**

***This is a three-week compressed daytime class schedule.***

RE 171 **Real Estate Principles & Practices** – 40 classroom hours (4 credit hours)  
Monday thru Friday, July 12-July 23, 9:00 AM – 1:00 PM daily

RE 173 **Real Estate Law** – 40 classroom hours (4 credit hours)  
Monday thru Friday, July 12-July 23, 1:30 – 5:30 PM daily

RE 174 **Real Estate Finance** – 20 classroom hours (2 credit hours)  
Monday thru Friday, July 26-July 30, 1:30 – 5:30 PM daily

RE 175 **Real Estate Appraisal** – 20 classroom hours (2 credit hours)  
Monday thru Friday, July 26-July 30, 9:00 AM – 1:00 PM daily

*Completion of all of these courses is required to be seated for the Ohio Real Estate Sales Exam.*

**2.) Where will these courses be offered?**

Courses will be offered at the **UC Clermont Campus in Batavia.**

**3.) How much will these courses cost?**

**Standard UC-Clermont tuition rate applies (i.e., 12 credit hours at full-time rate of \$1,514 OR \$127 per credit hour; plus cost of textbooks at about \$50 each). *There is no additional charge for granting college credit for these courses.***

**4.) How will students be graded in these courses?**

Courses can be taken for a grade (A – F, etc.) **OR** Pass/Fail **OR** Audit

**5.) How do students enroll for these courses?**

**Formal application to the college is not necessary** to enroll in these courses. Completion of the simple **Basic Data Form** is all that is required to enroll in these classes. This form and directions on how to complete are **available online** at the UC Clermont website at [www.ucclermtont.edu/](http://www.ucclermtont.edu/) -- keyword search *real estate*.

**6.) Is financial aid available for these courses?**

Financial aid is available for any course taken as part of a degree program. **Currently, all of the real estate courses may be taken as technical electives in either the Marketing Management Technology or Accounting Technology degree programs at UC Clermont College.** Financial aid questions may be addressed by calling 513-732-5202.

**7.) When will these courses be offered?**

These courses are offered on a regular basis. To obtain information about upcoming course offerings, contact the **UC Clermont Business Division at 513-732-5292.**

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~ **CABR Summer Evening CE Series Continues with Core Law-Legal Update: July 7, 6 – 9 p.m.**

**Terry Monnie** will bring his expertise of real estate law to this class and discuss the hot topics listed below as they relate to Ohio real estate law.

**Topics for Discussion:**



Senate Bill 185  
Attorney Disclosure: Scope of Employment  
Deeds Revisited  
Tax Reproration: New Construction  
Ethics Changes  
Disclosure  
Purchase Contract

Earnest Money Deposit  
Megan's Law  
Predatory Lending & "Flipping"  
Title Insurance  
Short Sales  
Agency Agency Agency

**3 hours CE credit**—Ohio core law

**Fee:** \$30 CABR members/\$40 non-members

**Instructor:** Terry Monnie

**Where:** CABR Office/14 Knollcrest Drive/Cinti/OH 45237

[✓ Click here to register.](#)

**CABR Members! Save Money: Purchase a 30-Hour e-CARD for \$200.** Earn the full 30 hours of continuing education at CABR and save \$100. The member fee is \$30 for individual classes. Or purchase an e-CARD for 30 credit hours - CABR members pay only \$200. A savings of \$100! Use the e-CARD for the evening schedule, day-time schedule or a combination. Flexible to use!

Non-members also receive a discount with the e-CARD, regular price is \$400 - discounted price is \$300!

The CABR evening classes listed below are held 6-9 p.m. at the Cincinnati Area Board of REALTORS®, 14 Knollcrest Drive. Use the registration link above to register for any of the classes.

July 14 [Fair Housing: How to Avoid Illegal Steering](#)  
July 21 [Ethics: The Measure of Professionalism](#)  
July 28 [Credit Reporting and Scoring](#)  
August 4 [Home Staging: Value in Today's Market](#)  
August 11 [Power Negotiating](#)  
August 18 [Cost vs. Value](#)

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~ **The Road to Success is Paved with Education – Get Yours Online at the CE Shop!**



**Cincinnati Area Board of REALTORS® Inc.**  
**Need CE? Don't Procrastinate! Enroll in online CE today!**  
Simply visit our course catalog at:

<http://theceshop.com/affiliate/cabr>

One of the greatest benefits of online CE is that you can enroll today to take advantage of the great savings and complete the course when the time is right for you.

*Note:* You have one year to complete course work after ordering.

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~ **Fair Housing: How to Avoid Illegal Steering: Wednesday, July 14, 6 - 9 p.m.**



The National Association of REALTORS® warns agents not to "disclose crime statistics or say a neighborhood is a safe place to live...or say anything yourself about the quality of the schools." Why? - To avoid violating the Fair Housing Act "steering" guidelines. But what are agents to do? How do you continue to provide value to clients?

In this course, real estate agents will have access to information and guidance on how to avoid illegal steering and still be able to provide valuable resources for their clients.

**In this course you will learn:**

- A brief review of the fair housing laws as they relate to prohibiting steering and any related practices associated with steering.
- To examine what steering is and the various ways that steering occurs.
- To address ways you can educate the consumer without steering.
- How to address difficult questions that relate to steering.
- How to effectively use the "Hidden Treasures" resource guide and other resources to which agents might direct/refer their customers.

**3 hours CE credit**—Ohio civil rights credit

**Fee:** \$30 CABR members/\$40 non-members

**Instructor:** Deb Jetter, HOME and Sandra Butler, 2010 Chair NAR Equal Opportunity/Diversity Forum

**Where:** CABR Office/14 Knollcrest Drive/Cinti/OH 45237

✓ [Click here to register.](#)

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Archived issues of the CABR *Tuesday News* can be accessed by going to [www.cabr.org](http://www.cabr.org). Click on the [News](#) drop-down menu and then on the [Tuesday News](#) link.

Sincerely,

Cincinnati Area Board of REALTORS®

email: [cabr@cabr.org](mailto:cabr@cabr.org)

phone: 513-761-8800

web: <http://www.cabr.org>

Staff Directory: <http://www.cabr.org/phoneguide.htm>

CABR Member Savings Programs: <http://www.cabr.org/savings2.htm>

OAR Tech Hotline: **866-95-FIXPC** (not a free service)

OAR Legal Hotline (Brokers only): **614-228-6675** (to obtain access code)